```
1
                  MR. SHAPIRO:
                                  The purpose of this
 2
    provision in Paragraph 9 is, I think, simple from
    the buyer's standpoint because the buyer asked for
 3
 4
    it and fairly typical in an asset purchase order
 5
    is that the buyer doesn't want all the claimants
 6
    chasing the buyer. That's all this is about.
 7
                  It does also provide --
 8
                  THE COURT:
                               This is more of a free
 9
    and clear provision?
10
                  MR. SHAPIRO:
                                  Yeah.
                  THE COURT:
                               Then it is a service
11
    block.
12
13
                  MR. GWYNNE:
                                There is free and
14
    clear language in it. If that is all it is maybe
    it should be stricken.
15
16
                  THE COURT:
                               No.
                                     No, because you
    need that because it sums up by all the language
17
18
    ahead of it referring to interest, but I'm trying
19
    to read it a couple times here.
20
                  MR. GWYNNE:
                                Yeah, read in
    conjunction with 23(c) appropriately points out we
21
22
    are compelled to provide service and then we're
23
    injoined from trying to collect from our claim.
                  MR. SHAPIRO:
24
                                That is what we are
```

```
talking --
 1
 2
                  MR. KAROTKIN:
                                   Preclosing day
    claims.
 3
                                 That is the home basis
                  MR. GWYNNE:
 4
    of the termination notice as Verizon's counsel has
 5
 6
    told me, and people's certification of being able
    to terminate under Section 366.
 7
                               All right. I'm going
 8
                  THE COURT:
    to deny the modification request finding that it's
 9
10
    a provision necessary to protect the buyer's
    purchase of the assets.
11
12
                  Mr. Gwynne, do you want to go to
13
    anything else?
                                Yes, I do, Your
14
                  MR. GWYNNE:
15
    Honor. Paragraph 20, it's not a dollar issue for
16
    my client by any means, but to the extent if this
17
    is going to end up in front of another court, we
    don't want there to be any implication here that
18
    there's going to be a plaintiff in this case.
19
                  There's no testimony that there's
20
                  There's no money -- if all the money
21
    going to be.
22
    is going to the DIP lender and they're not paying
23
    the admin claims, then it's obvious this case is
24
    going to end up in Chapter 7 shortly after Your
```

```
1
    Honor approves this sale.
 2
                  So there shouldn't be any reference
    to 1146 and especially the fines that this is, you
 3
    know, contemplated that there is a plan. I mean I
    don't think Debtors' counsel would represent to
 5
    Your Honor that he thinks they're going to confirm
 7
    a plan in this case and that they have the ability
    to pay admin claims. And in looking at him I
 9
    think he's shaking his head no that they don't
10
    intend to confirm a plan.
                  MR. JONAS: Can you change the name
11
    of this company so that Winstar continues to have
12
    a good name because if everybody is going to drag
13
    everybody through the mud like in Chapter 7, like,
14
15
    can they just drag the Apex back and forth through
16
    the mud?
17
                  I mean we're getting Winstar's
18
           We don't need headlines every day that
    name.
19
    we're going into a bankruptcy.
                  (Following a discussion held off the
20
    record:)
21
                  THE COURT:
22
                               Go ahead, Mr. Shapiro.
23
                  MR. SHAPIRO:
                                 It's certainly not my
24
    belief at this moment, Your Honor, that we have
```

```
1
    the ability to consummate a plan.
 2
                  On the other hand, we obviously
    would rely principally on discussions with DIP
3
    lenders, other secured creditors to see if there
 4
 5
    is any basis for doing anything here.
                                            I think
    it's unlikely, but I can't tell you with absolute
 6
 7
    certainty that we cannot do it.
                  But it's really a function of
 8
    whether people are willing to compromise and so I
 9
    tend to agree with Mr. Gwynne. We don't have that
10
    current likelihood, but I wouldn't completely rule
11
    it out.
12
                               You know, in an effort
                  THE COURT:
13
    to be practical and reasonable, it does need to be
14
    in there.
15
                  MR. SHAPIRO:
                                  I am not sure.
16
                  THE COURT:
                                It does not.
17
                  MR. GWYNNE:
                                 It does or does not?
18
19
                  THE COURT:
                                Does not.
                  MR. ALBALAH:
                                  Your Honor, may I
20
    address that point? We haven't fully heard
21
    whether there would be exposure from the buyer's
22
23
    perspective and whether this provision protects us
    we have entered into this transaction under the
24
```

```
1
   assumption that there would be exposure. If we
    take that out, there may be -- that changes the
 2
   deal.
 3
                  THE COURT:
                               What exposure would you
 4
 5
    contemplate?
                  MR. ALBALAH:
 6
                                  Transfer tax
   exposure.
 7
                  THE COURT:
                               Okav.
 8
 9
                  MR. SHAPIRO:
                                  I would propose a
    solution to try to address Mr. Gwynne's concerns.
10
11
   He doesn't want there to be reference to Chapter
    11 plans in this order because of potential
12
13
    appeals he might take, so my suggestion would be
    that we strike -- if the buyer was willing to
14
    agree and the lenders were willing to agree, we
15
    strike the language that deals with all the
16
    language about Chapter 11 plans, just reference
17
    1146 and say to the extent applicable and leave it
18
19
    at that, argue about it if it ever has to come up
20
    another day.
                  MR. GWYNNE:
                                 To the extent
21
    applicable, if any, that would be fine.
22
23
                  MR. ALBALAH:
                                  Your Honor, may I be
24
   heard on that?
                    That's nice of them both to say if
```

```
applicable, but that's changing the deal.
1
 2
                  (Following a discussion held off the
    record:)
 3
                  MR. ALBALAH:
                                  I just got finished
 4
    saying we haven't analyzed the issue of whether
 5
 6
    there's any buyer exposure on transfer tax.
    don't know if there is or isn't.
 7
                                      Nobody seems to
   be backstopping that that was a critical element
 8
   of the deal.
 9
10
                  As I was saying, it's easy for
    WorldCom and the Debtor to say, if applicable, but
11
12
    we're the ones that will be liable for this.
13
                  MR. GWYNNE:
                                Your Honor, we
    can't -- one of the problems with this case,
14
15
    frankly, is that, you know, this whole deal and
    this whole process is rewriting the Bankruptcy
16
17
    Code because that's what people agree to or
    that's, you know, what's practical.
18
                  I think Congress made the decisions
19
    on when and whether that protection is entitled --
20
    a purchaser or Debtor is entitled to that
21
    protection, and I don't think we can sit here with
22
    a wink and a nod and say we're going to have a
23
    plan in this case, so they can get the benefit of
24
```

that when that's not true. 1 And no one is telling Your Honor 2 3 that they can do a plan. If Debtors' counsel put someone on the stand to say how they're going to 4 come up with the money to pay our admin claims, 5 that's a different situation. Absent that, we 6 should do what the code says, not the deal that was struck. 8 MS. MORGAN: Your Honor, one point 9 to add to this. Paula Morgan for the Debtors. 10 The taxing entities having an 11 interest in the Debtors' property were served with 12 this motion. They have not objected on this 13 14 basis. I don't believe Mr. Gwynne 15 represents those tax entities. I don't believe he 16 17 has standing to raise the issue. MR. GWYNNE: Your Honor, we're 18 19 dealing with injunctions here to protect customers 20 that the Debtor doesn't represent. I do represent 21 a client who's very concerned about this process 22 as I mentioned yesterday, and very concerned about the sale order. And if we take this up on appeal, 23

we do not want to have a situation where there's

```
language in an order saying that, you know, the
1
 2
   contemplation of a plan that we're going to have,
    implying that there's going to be a plan when
 3
 4
   everyone knows darn well that that's not going to
 5
   happen.
                  I mean, I bet dollars to donuts this
 6
   case would be in Chapter 7 within in three weeks
 7
   after the sale closes, if that long, because
 8
    there's no money paying anybody after that,
 9
    including debts or counsel's fees.
10
11
                  THE COURT: All right. Anyone wish
    to be heard on this?
12
                  MR. SHAPIRO:
                                 Let me try again,
13
    Your Honor.
                 I think 1146(c) deals with taxes.
14
15
   And while I understand Mr. Gwynne's position, he
    doesn't represent the taxing authorities. I feel
16
    as though it's sort of a punitive attempt to try
17
    to get something out of the Debtors or someone
18
    else for that matter, the buyer or the lenders,
19
    and I think at this point not hearing any
20
    objection from the taxing authority for months,
21
22
    Ms. Morgan tells us was served and hearing
23
    objection from the buyer as to a modification that
24
    I thought might be a compromise between the
```

```
parties, at this point I think from the Debtors'
 1
    standpoint, we would ask the Court to permit us to
 2
   have this provision go forward as we've written.
 3
                  MR. GWYNNE:
                                 I think I made my
 4
   point clear why my client is concerned with it so
 5
    to say it's punitive, and now I'm going to get
 6
    something out of it at the 11th hour when Your
 7
   Honor says he's approving the sale is unfair and
 8
    it's certainly not my intention.
                  I don't care if the 1146 language is
10
    in, if it says to the extent any applicable, but I
11
    don't think we should have language about
12
13
    contemplation of a plan. That type of plan
    language, there's nothing in the record to support
14
       I don't know why, you know, it's even a
15
    it.
    matter of discussion or debate.
16
                  There's nothing in the record to
17
18
    support it.
19
                  THE COURT:
                               What else do you have?
                  MR. GWYNNE:
                                On Paragraph 23, this
20
    is where the Commonwealth Carriers are directed to
21
    do certain things. And it refers to the
22
23
    management agreement, which I won't deal with the
    specific provisions in the management agreement,
24
```

```
1
    if any, that are still offensive. But in
 2
    Paragraph C, it says all agreements remain in
    effect, may not be cancelled or terminated.
 3
    assume that means all prepetition agreements and
    if there's a post-petition agreement that has not
 5
    been approved by Your Honor.
 7
                  For example, we had a stipulation
    that was scheduled for the 20th that's not
 9
    included in those. It's all agreements and that's
10
    something.
                  And we told the purchaser if they
11
    want that agreement or the Debtor if they want, if
12
    the purchaser wants the benefits from that
13
    agreement, you know, we're okay with that, at
14
15
    least at this point. The agreement did have a
16
    termination date which passed.
17
                  By I just want to be clear what
    we're dealing with.
                         The reason I bring this up,
18
19
    Your Honor, is under our adequate assurance
    stipulation as the witness testified to that the
20
21
    usage was like 4.5, 4.6 million a month.
22
                  We agreed -- we're trying to work
    with the Debtor in this case, and we agreed to
23
24
    provide them similar services and to lower rates,
```

```
1
    and we significantly lowered the monthly rate by,
    approximately, $1.5 million out of 49.5. That was
 2
    reduced.
 3
 4
                  In exchange for that, the Debtor was
    supposed to assume one of our agreements and was
 5
 6
    supposed to pay a net prepetition cure amount of
    3.3 million, I think it was.
 7
 8
                  Well, you know, it needs to be clear
 9
    that if we're saying that that agreement is
    enforceable, that's fine. Your Honor would have
10
    to approve it. I assume if the purchaser wants
11
12
    it, he will, but you will.
13
                  But absent that, the Debtor should
14
    be -- should still be paying us the rates under
15
    our current adequate assurance stipulation or the
16
    purchaser, you know, for these prepayments.
                  Do you understand what I'm saying?
17
    I don't know if I'm being very clear.
18
19
                  THE COURT:
                               I understand.
2.0
                  MR. ALBALAH:
                                 May I make a point of
    clarification? I think the understanding goes to
21
    the all agreements, language in Subparagraph C on
22
    Page 17, the first line is limited only to
23
24
    prepetition agreements.
```

```
It is not so limited. It includes
 1
    all agreements pre and post-petition agreements.
 2
    It's my understanding from some of the testimony
 3
    today that some third parties have taken the
 4
 5
    position that the prepetition agreements are no
    longer extended and they're operating under
 6
 7
   post-petition agreements.
                  Again, this is a critical business
 8
    point from the buyer's perspective to keep all of
 9
    the agreements going forward. So I hope that
10
    serves as a point of clarification.
11
                                I don't know that that
                  MR. GWYNNE:
12
    solves my issue because there's two post-petition
13
14
    agreements. We have an adequate assurance
    stipulation, an order that's an agreement, and
15
    it's an order. If that still is binding then I
16
    think, you know, there's lots of people that are
17
    going to be happy, including my client.
                                              I assume
18
19
    they're taking the position that that's not
    binding, but rather is being modified by the sale
20
    order.
21
22
                  But what I'm saying is the rate --
    we had a rate in our original contract as of the
23
    time they filed. They made payments to us up
24
```

through August under the rate set forth in our 1 contract. 2 And then they said, Look, we don't 3 4 have any money. We're running out of cash. 5 you work with us? We worked with them and they barely 6 made any payments in September. That's why we 7 have this large balance. 8 9 But part of the deal that was struck was the reduced rate instead of 2.7 million per 10 month for long-term lease service, we reduce it to 11 1.2 in exchange for the cure of the prepetition 12 claim, the assumption of a service agreement. 13 And one of the other provisions in 14 there, Your Honor, is we agreed that the agreement 15 could be assignable to a purchaser and we would 16 17 provide sign-in to the purchaser even under a

I mean, it made significant concessions to the benefit of the Debtors and all I am saying, Mr. Albalah, if he wants to benefit from that contract on the rate, then they should proceed with the approval before Your Honor. And

rejected contract for a certain period of time up

18

19

20

21

22

23

24

to 18 months.

```
1
    if we're not going to seek approval of that
    agreement, then it is no agreement since it's
 2
    post-petition without the Court's approval and
 3
    we're back under our original stipulation and our
 5
    original rates.
                               We looked at this
 6
                  MR. JONAS:
 7
    company based on the amount of money that it's
    losing now. And if they asked for a cure of $3
 8
 9
    million and they said and from this date forward
    we're going to charge $1.2 million forever, we
10
    assumed that the cost is $1.2 million.
11
12
                  I mean, the fact that the $3.3
    million didn't get paid, I mean, that's all this
13
    post-petition stuff that we're not responsible
14
15
    for. But to try now like to roll all the rates
16
    back to what they were five months ago is going to
    change the whole financial position of the
17
    company.
18
19
                  MR. GWYNNE:
                                Your Honor, we've
    asked the Court and I understand you're not
20
    making -- they will pay for charges prior to the
21
    closing. That's not what I'm talking about.
22
    just saying what is the rate now?
23
24
                  Don't get me wrong. We object to
```

```
that, but I understand it's Your Honor's ruling
 1
 2
    and we respect that. But with respect from the
 3
    closing forward, you know, what is the rate that
    should be applied?
 4
                  I gave Mr. Albalah a copy of the
 5
 6
    agreement yesterday and explained that it was not
    yet court approved. If you guys are interested in
 7
    the agreement, let me know.
 8
                  So to say that they didn't know
 9
10
    about it is unfair.
                         It also has been filed and
    has been a matter of record for, approximately, 30
11
    days as it was teed up for the hearing on the
12
13
    20th.
14
                  So I assumed in due diligence they
15
    saw it.
16
                  MR. ALBALAH:
                                  I never said I never
17
    saw it. He said whatever the rate was yesterday
    that is the rate. That's what the agreement
18
19
    says.
20
                  I apologize.
                                I mischaracterized
21
    what Mr. Jonas was saying. I'm saying we either
22
    have the original rate or if we want to seek Court
    approval of this agreement, which we signed, the
23
24
    Debtors have signed, it's pending before Your
```

```
1
   Honor, to get the new rate, that's fine. We're
   okay with that, too. But they can't take the new
 2
    rate and not give us the benefit of that bargain.
 3
                  MR. JONAS:
                               It's been suggested
 5
    that we pay the existing rate and we'll have a
    hearing in 30 days, if we're still using services,
 6
 7
    as to what the rate should be --
                  MR. GWYNNE:
                               That is not, still not
 8
 9
    appropriate.
                  They're getting the benefit of an
    agreement that they haven't entered into.
10
                  THE COURT: What is the existing
11
12
    agreement?
13
                  MR. GWYNNE:
                                The existing
    agreement, we have a master service agreement with
14
15
    the Debtor and part of that prepetition going in
16
    effect, we have this master service agreement.
    And we have an amendment.
17
                  These are prepetition contracts.
18
19
    It's monthly use.
                  THE COURT:
20
                               What agreement were you
21
    providing service under yesterday?
22
                  MR. GWYNNE:
                               We were providing
    service under those accounts and an adequate
23
24
    assurance stipulation. The adequate assurance
```

```
stipulation that Your Honor approved in August
1
   requires them to make payments that the monthly
2
3
   usage that the testimony was on today.
                                            They said
4
    in September could they stop making payments while
5
   we negotiated a new agreement.
                  THE COURT:
 6
                               But wouldn't it be that
   whatever rate they were paying yesterday,
7
 8
    they're -- the agreements that are going to be
   enforced going forward?
9
10
                  MR. GWYNNE:
                                Your Honor, there was
   no payments yesterday. There haven't been
11
   payments.
12
13
                  THE COURT: I'm not talking about
   the fact of payment, I'm talking about you were
14
15
   given service yesterday?
                  MR. GWYNNE:
                                Yes, Your Honor.
16
                                                   And
17
    they haven't been paying us the rate that they owe
18
    us.
19
                  Now, is the rate under our original
20
    contract and the adequate assurance stipulation
21
    that Your Honor entered?
22
                  THE COURT:
                               Right.
23
                  MR. GWYNNE:
                                The other agreement
    that we had entered into was going to give them a
24
```

credit of \$5 million. The Debtors filed an order with the Court. That's not effective. We're still under that original agreement.

What I don't want is the purchaser trying to come in now and argue that, you know, it can get the benefits of this agreement that hadn't been court approved.

MR. SHAPIRO: I have a suggestion, again, to try to figure out a practical solution here and I think Mr. Gwynne is taking the position that we have a contract with his clients that was entered into, which effectively was intended to supercede a preexisting agreement.

The rates are substantially lower in the new contract than under the old contract.

That contract was put out for stipulation, but not had not yesterday been heard by the Court. My suggestion to the buyer was to schedule a hearing on that stipulation for the next omnibus hearing on January 17th.

Between now an then hopefully the parties will reach agreement on that. In the meantime they pay at what the Debtor was paying because despite the fact that it hadn't been Court

```
approved, it was agreed that they would be paying
 1
    under the new rate until that agreement was
 2
    approved or not. And if it wasn't approved, we'd
 3
 4
    have to go back to the old one.
 5
                  THE COURT:
                               Does the buyer want the
 6
    agreement that would be heard on January 17th?
                                 They don't know yet,
 7
                  MR. SHAPIRO:
    so what they are suggesting is let them pay in the
 8
 9
    meantime for this, not even 30, 30-day period
10
    until the 17th at the hearing, at which point
    either they will have to decide they want it and
11
    the stipulation will be entered, or they don't
12
13
    want it and then Mr. Gwynne will have whatever he
    asked for.
14
15
                  MR. GWYNNE:
                                I think that's fine,
16
    but between now and then they should pay us the
17
    rate under our adequate assurance stipulation, the
18
    one that's been approved by the Court and has been
    in effect.
19
20
                  MR. JONAS:
                               I could fairly get down
21
    to you to a business point of view. There will be
    no case on the 17th because if they were willing
22
23
    to charge $1.2 million, then they or somebody else
24
    between now and then will come to that agreement.
```

```
We're not going to have to come to a court to
 1
    enforce it.
 2
                  MR. GWYNNE: Your Honor, there were
 3
    other provisions to the agreement other than rate,
 4
 5
    obviously, and questions about whether or not we
 6
    gets the benefit of those.
                  THE COURT: All right. Any other?
 7
 8
                  MCI?
                  MR. GWYNNE:
                                The period -- well,
 9
10
    we -- on Page 18, I assume this -- 18(e) is
11
    similar to the management agreement, doesn't
    compel us to enter into contracts, assuming that's
12
13
    the way Your Honor reads it, then you know, we
    don't have an objection to that.
14
15
                  THE COURT:
                               What are you talking
16
    about now?
                  MR. GWYNNE: 18(e), this is similar
17
    to the management agreement. It authorizes the
18
19
    buyer to establish these contractual arrangements,
20
    and we just wanted to be clear without looking at
    this -- I'm getting to F, but E, Your Honor
21
    authorizes to establish contracts with service
22
23
    providers, but I assume that is an authorization
24
    to negotiate with -- not to establish a contract
```

```
if we don't agree.
 1
                  I think that's what Your Honor said
 2
    about similar management agreements.
 3
 4
                  THE COURT:
                               Right.
 5
                  MR. GWYNNE:
                                Under F, this refers
 6
    to -- we have to provide services from the closing
    date to the cutoff date. Well, we don't know if
 7
    there is going to be a cut off date. I think that
 8
 9
    was testimony of the witness.
                  And part of it dealt with either
10
    notification goes out or under the revised
11
    language that was read into the record by counsel
12
13
    for the Debtor, when the FCC authorizes them to
14
    terminate, well, we don't have any control over
15
    that. We don't know when that's going to happen.
16
                  So number one, we have a really
17
    unlimited period there, but this paragraph, Your
    Honor, as the other one, was an injunction and is
18
19
    certainly that. We're required to provide
20
    providing services to them, nothing in here about
    our right under 366 to terminate services due to
21
    the default.
22
                  MR. SHAPIRO:
                                  Clarification. Your
23
24
            Just again, Mr. Gwynne may not have full
    Honor.
```

```
appreciation of the documents because, obviously,
 1
    we've done everything rushed. I don't want
2
    anybody to misspeak.
 3
                  The cutoff date -- actually there is
 4
    an end date. This is not indefinite. There's an
 5
    outside date of June 30, 2002. This is not
 7
    forever as Mr. Gwynne suggested. The buyers are
   putting up $60 million to make sure there's enough
 8
    money to cover what's been made as Mr. Gwynne
 9
    heard.
10
                  MR. GWYNNE:
                                 The outside date of
11
12
    this injunction is June 30, 2002. I don't know
    how, if Your Honor reads this any differently, you
13
14
    know, but to my client, this is an injunction.
15
                  THE COURT:
                               This would be -- and I
    don't know if it's an injunction, but it's an
16
    order that has finances provided for that requires
17
    providers to continue service until there's a cut
18
19
    off.
                  MR. GWYNNE:
                                June 30, 2002.
20
                               Or sooner, if they
21
                  THE COURT:
22
    choose to disengage sooner.
23
                  MR. SHAPIRO:
                                 It is subject to
24
    Paragraph D, Your Honor, which is the paragraph
```

```
1
    that requires that buyers are responsible and
 2
    directed to pay on a timely basis all charges.
                  MR. GWYNNE:
                                I think counsel for
 3
    the Debtor knows what I'm talking about. We have
 4
 5
    these unpaid post-petition charges. No one is
    paying for them, neither the purchaser or the
 6
    lenders, Your Honor, hasn't. And if this requires
    us to continue providing services notwithstanding
 8
 9
    those arrearages, what else is it, an injunction
10
    joining us from exercising rights we have under
    366.
11
                  I don't want to keep beating a dead
12
13
            If Your Honor is saying you're going to
    horse.
    approve it, but it's an injunction and we object
14
15
    to it, and we want our hearing on the TRO and had
    hoped that this issue would be addressed in
16
    connection with that injunction.
17
                  It's also important, Your Honor,
18
    because we don't want -- I can tell you if there
19
20
    is an injunction, I know this case will, you know,
21
    proceed further. And if it does, we have
    provisions in here dealing with, you know, the
22
    waiver of the ten-day stay of the sale order.
23
                  You know, Debtors and the purchaser,
24
```

```
no doubt, are trying to argue to the Third Circuit
 1
    that we are somehow mooted from the Third Circuit
 2
    from arguing the injunction.
 3
 4
                  THE COURT:
                               I'm not so sure that
 5
    when read in conjunction with Paragraph D that
    this could be considered an injunction.
 6
                                              It's a
    mandate to provide service in exchange for money,
 8
    which is different from an injunction payment.
                  Now, you've been under a temporary
 9
    restraining order.
10
11
                  MR. GWYNNE: Correct.
                               I would interpret this
12
                  THE COURT:
                  And I don't think it has to read the
    differently.
13
14
    tenant of an injunction, because there's a payment
    coupled to it. And if there is any kind of -- and
15
    I think that the payment is fully funded if
16
    there's any kind of a discontinuation of the
17
18
    payment. There is also a remedy which you
    wouldn't have with an injunction.
19
20
                  So I think Paragraph F does two
             It dissolves the need for a temporary
21
    things.
22
    restraining order or an injunction, and it is a
    paragraph that requires in a Chapter 11 service
23
24
    for payment.
```

1 MR. GWYNNE: Are you saying, Your Honor, that we cannot exercise our right to 2 terminate services based on arrearages that have already accrued notwithstanding that we have that 4 right under Section 366 here, and Your Honor 5 acknowledged that in Connexus. 6 7 THE COURT: I think you're stopped from terminating service, as I said early on in 8 this analysis, because I think you have some 9 10 problems with government regulators. Now, you don't agree with that and 11 we've never fully heard that, but I think that I 12 can issue an injunction on the basis of that 13 14 evidence if we had a full hearing. And I think 15 that is, and I'm trying to give you an opportunity to make your best case, that may be disagreement 16 17 that is your best case. 18 Maybe I should schedule an 19 injunction hearing, not tonight, and let the government come forward with its evidence, and let 20 21 you come forward with your evidence, and then I'll look at it. But I don't think, in any event, that 22

And if it were issued, if the

that would affect this provision.

23

```
1
    injunction issued as a back, it would be a
    backstop to this provision. '
 2
                  MR. GWYNNE: Let's say Your Honor
 3
    decided that under --
 4
 5
                  THE COURT:
                               Because let me --
 6
                  MR. GWYNNE:
                               I'm sorry.
 7
                  THE COURT:
                                I've got this thought
 8
    going. Any injunction would be a continuation of
    the temporary restraining order that you had in
    place for the eight days. That would have to be
10
    the requirements of Rule 65.
11
                                Well, Your Honor, if I
12
                  MR. GWYNNE:
13
    understand what you're saying, but to the extent
    an injunction under case law doesn't have to be
14
15
    called an injunction, it's anything as Your Honor
16
    knows prohibiting someone from doing something.
17
                  THE COURT:
                                Paragraph F, I don't
18
    consider as being sought or being ordered in
19
    conjunction and pursuant to Federal Rule 65.
                                 Then I would argue,
20
                  MR. GWYNNE:
    Your Honor, what is the basis for compelling us to
21
22
    provide services under the Bankruptcy Code, and
23
    what other basis is there?
                  I would submit then that --
24
```

```
THE COURT:
                               The basis is that
1
2
    you're in a Chapter 11, and you're getting payment
3
   post-petition.
                  MR. GWYNNE:
                                But there's no section
4
    in code that authorizes that, and if it's 105
5
    under the Third Circuit case law, Your Honor, you
7
    can't create rights that don't exist.
                  Under Section 105, there's no rights
 8
    in the code to compel us.
 9
10
                  THE COURT:
                               You can argue that.
    understand your position, but I think you have to
11
    argue that on a record. And I'm willing to give
12
13
    you that opportunity.
14
                  MR. GWYNNE: Your Honor, I quess I
    don't understand, and again, if Your Honor is just
15
    ruling, I don't mean to keep going back to that.
16
17
                  THE COURT:
                               What I am saying, my
    ruling would be that this sale order appropriately
18
    has Paragraph D and F in it as well as some other
19
20
    paragraphs that provide for remedy. And I think,
    and I don't want to be an advocate for the
21
    Debtors, but I think there's some other provisions
22
    of the code that deal with contracts and some
23
24
    other things. And I don't want to get into that.
```

But what you think it is a Rule 65 1 2 injunction. And you think it basically frustrates your rights under 366. 3 I'll give you a chance to have that 4 discussion expeditiously because it's a discreet 5 6 issue. 7 MR. GWYNNE: How do we do that with respect if you enter this order and they close and 8 you have a provision in the order under 26 saying 9 10 that the order is not stayed, and when they go ahead and close, they'll argue moot negligence 11 under 366(m). 12 Well, you're going to THE COURT: 13 get another appeal of order, which you're really 14 looking -- what you are really looking for is 15 16 money. An appealable order MR. GWYNNE: 17 has to have one that gives us time to get a stay. 18 19 Would Your Honor give us a ten-day stay, too, and 20 not waive us to give us a ten-day stay. Do you want the 21 THE COURT: arrearages, the money, or just an argument with 22 the buyer? If you want the money, I'm going to 23 give you a vehicle to go after that, and I 24

```
specifically said I'll give you a hearing on an
 2
    injunction that trails the TRO that was entered.
    And that will give you, in my view, a vehicle for
 3
    your money with no stay or anything.
 4
                  You can't appeal a TRO, but you can
 5
    appeal a preliminary injunction as a right.
 6
    can also attempt to appeal this.
 7
                  I don't think what you're about is
 8
 9
    trying to frustrate this transaction. And I could
10
    give you, particularly under the facts of the
11
    recipients of the combined service, that this
12
    buyer and your folks provide, but if you want to
13
    have that, you know, I could find a way to give it
14
    to you.
15
                  MR. GWYNNE:
                               Well, we would like
16
    to.
17
                  THE COURT:
                               I'm not going to
    frustrate this order or this transaction for
18
19
    that.
                                We would like to have
20
                  MR. GWYNNE:
21
    any type of relief that would give us the
    opportunity to retain payment. We wouldn't be
22
    here if we were paid today, we'd be congratulating
23
24
    Debtors' counsel tomorrow and being glad that, you
```

```
know, the case was over.
 1
                  Then, Your Honor, so you will give
 2
    us a hearing with respect to the injunction of
 3
 4
    termination even with respect to if we're
    providing services to the purchaser? I guess it
 5
    will be two hearings together, one on the --
 6
 7
                  THE COURT:
                                You're subject to a
 8
    temporary restraining order through today.
                  MR. GWYNNE:
                                Right.
 9
                               And that can have
                  THE COURT:
10
    initial run of ten days and be extended ten more
11
12
    days. And it can be ex parte.
                  Then the next step would be a
13
14
   preliminary injunction. There is -- your argument
    is that you can't be injoined even under public
15
16
    necessity with a presentation by the FCC without
17
   payment.
18
                  MR. GWYNNE:
                                No, that's not our --
19
    well, our argument, Your Honor.
20
                  THE COURT:
                                That's how you got
    injoined.
21
                                Well, our argument,
22
                  MR. GWYNNE:
    first of all, is that you can't injoin our rights
23
24
    under Section 366. If you can injoin them in the
```

```
public interest, if you can do that under the Code
 7
    under 105, there's been no evidence of public
 2
 3
    interest evidence.
                               This is the first day
 4
                  THE COURT:
    of the case and if they come in, what you're
 5
    entitled to is money, adequate assurance.
 6
 7
                  MR. GWYNNE:
                                Right.
 8
                  THE COURT:
                              For your assurance and
    at some point, and they are entitled to continue
 9
10
    their barqain with you as long as they provide you
11
    a payment and assurance of that payment.
                  MR. GWYNNE:
                                Right.
12
13
                  THE COURT:
                               Okay. I think that's
14
    the issue over here.
                          Then what happened to you in
15
    this case, at some point you were going along,
16
    they stopped paying you, you had accrual of
17
    delinquencies, and then you got injoined.
                  And that's your -- that's the real
18
19
    issue that you want. I mean, again, I'm not
20
    trying to advocate for the Debtors, I am --
21
                  MR. GWYNNE:
                                It is no doubt the
22
    injunction that's the problem.
                               That's the issue that
23
                  THE COURT:
24
    you have and don't agree with and think that you
```

1

12

13

14

15

16

17

18

19

20

21

22

23

24

can't be injoined and not be paid. Yeah, especially under 2 MR. GWYNNE: the procedure where there's no underlying 3 adversary proceeding. How can you show success, 4 likelihood of success of the Debtors or the FCC 5 when there's no underlying complaint to determine 6 7 the merits. Really what this is a permanent injunction, not that it goes on forever, it's a 8 9 final injunction hearing. 10 THE COURT: If you get a 11

preliminary injunction hearing, if you want one, that would be if a preliminary injunction were issued, that would be appealable because it wouldn't affect the final order that would require you to have.

I agree with you.

MR. GWYNNE: We do want a preliminary injunction hearing, the sooner the I guess I'll talk to counsel.

THE COURT: You all can talk about it. But unless you ask for that, and we're on ten days, we can extend the ten days, my view was that this proposed order dissolves the need or causes the need to dissolve the TRO because there's no

```
need for it any longer, because you're providing
 1
 2
    service and you're getting paid.
                  It's a beautiful thing. Absolutely
 3
    that's what we thought.
 4
                  THE COURT:
                               And maybe your clients
 5
    will say, don't do that because we're going to
 6
 7
    make enough money with these folks that we'll get
    that money back or maybe they won't.
 8
 9
                  MR. GWYNNE:
                                 I have -- counsel is
10
    in the courtroom.
                               Maybe they want to push
11
                  THE COURT:
12
    that discreet legal issue because they think it's
    that important to them.
13
                  MR. GWYNNE:
                                 Unfortunately, this
14
15
    happens in more than one case.
16
                  THE COURT: I understand.
17
                  MR. GWYNNE: At one point, we've
18
    got to draw the line and say we think we have
19
    rights as well. But I quess --
20
                              So I'm going to leave F
                  THE COURT:
21
    in finding that it's within the authority on
22
    approving a sale outside the ordinary course and
23
    that the entire transaction, as I said before, is
    as recited in the order, and then I'll give you a
24
```

```
preliminary injunction hearing.
                  MR. GWYNNE:
                                 That is fine, Your
 2
 3
    Honor.
                                Which will be a backup
                  THE COURT:
 4
 5
    to this provision, because if you appeal, this
 6
    provision may be stricken and the injunction may
 7
    stick or this provision may stick, and the
    injunction may be found to have been an improbable
 8
 9
    issue.
10
                  MR. GWYNNE:
                                 If you are saying this
    dissolves the TRO, fine. There won't be a TRO
11
    then.
12
13
                  I win, they'll appeal.
                  I only have two more comments.
14
                                What I will do is what
15
                  THE COURT:
16
    I said is I'm not going to waive, I'm going to
17
    keep the ten-day waiver in there, because this is
    one of those deals that if you don't get it down
18
    immediately, the urgency of keeping this at a
19
20
    going -- keep the values as a going concern, the
21
    buyer -- as the buyers said, requires that in my
22
    view.
23
                  MR. GWYNNE:
                                 They said they don't
24
    know if they can close tomorrow. If Your Honor
```

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```
would give us two days.
1
                  MR. SHAPIRO: We did not say that.
 2
                  MR. GWYNNE:
                                They didn't know if
 3
 4
    they would close tomorrow.
 5
                  MR. SHAPIRO:
                                 I had made a
   representation with buyers' counsel. We didn't
 6
7
   work all through the night and spend a whole day
   here not to close first thing tomorrow morning.
 8
                  MR. ALABLAH:
                                 We'll close tonight.
 9
10
                  THE COURT:
                               My understanding is
    that you're prepared to close tomorrow.
11
                  MR. SHAPIRO:
12
                                 Correct.
                               All the more reason
                  MR. GWYNNE:
13
14
    then that we would need a brief. Your Honor could
15
   be denying us the ability to appeal a number of
   carriers.
16
                               I understand, but under
17
                  THE COURT:
18
    the case law, and I'll enter an order explaining
   more reasons for allowing this order to go in, but
19
20
    there is precedent that says when the transaction
21
   requires expediency to hold it together, so it has
22
   a value that's appropriate.
23
                  MR. GWYNNE:
                                I am aware of the
24
   precedent and aware of some Circuit Court appeals
```

```
saying that bankruptcy and District Courts should
 1
    be very careful before entering orders that
 2
 3
    effectively preclude parties from appealing.
    think that's what would happen here.
 5
                  MR. GWYNNE:
                                 But my last comment
 6
    in Paragraph 24 on Page 19, it says that the
 7
    management --
                               I apologize.
 8
                  THE COURT:
                                              Judqes
    aren't going to care about all these people trying
 9
    to pick up their telephone.
10
                  MR. GWYNNE:
11
                                That is the way Your
12
    Honor tees up the issue. The way we see the issue
13
    is it's a dispute between whether the bank gets
    the proceeds or whether they should come to us, or
14
15
    to pay our arrearages. We think they can come to
16
    us, we don't want to terminate service just to
    terminate service. We're doing it because we have
17
    the right under the Code and we haven't been paid,
18
19
    and we should be paid.
20
                  We shouldn't be financing this
21
    bankruptcy case. Mr. Karotkin's client, the
22
    lenders, they agreed to it voluntarily. They
    threw this 160 million down the drain. We're
23
    forced to provide services under Section 366.
24
```

```
MR. KAROTKIN:
 1
                                  I might add, we
 2
    agreed to put financing in subject to certain
    specific terms and conditions, and make no mistake
 3
    about it.
 4
 5
                  MR. GWYNNE:
                                Your Honor, we're
    forced as utilities to provide service. We didn't
 6
    volunteer. We shouldn't bear the loss. That's
 7
    the way I see it, not that these poor people have
 8
    to incur discontinued service. We don't want to
 9
    do that.
10
11
                  It's a simple thing, I am not going
12
    to approve the sale unless you pay their
13
    arrearages. Mr. Karotkin's client gets paid less,
14
    we get paid and everyone is happy, but the
    lenders --
15
16
                  MR. KAROTKIN:
                                  That's perfect.
17
                  MR. GWYNNE:
                                Under Paragraph 24,
18
    Your Honor, it says that we should refund promptly
19
    to the buyer without set off or --
20
                  THE COURT:
                               I don't know whether
21
    you are --
22
                  MR. GWYNNE: Paragraph 24 on Page
23
    19.
24
                  THE COURT:
                               Okay.
```

```
MR. GWYNNE:
                                 That if they reject
 1
    any contractor, they'll make these prepayments
 2
 3
    that are required under the management agreement.
    That if they reject the contract, we have to give
 4
    them back any unused portion of the prepayment.
 5
                  And you know, the concern, there
 6
    again, Your Honor, is yeah, of course, we'll give
 7
    the unused portion if we've paid everything that
    is accrued.
 9
10
                  MR. ALBALAH:
                                  Your Honor, I think
    that sort of speaks for itself. Whatever -- go
11
    ahead.
12
13
                  MR. GWYNNE:
                                No, if you are going
14
    to agree with me.
                  MR. SHAPIRO:
                                  I'm just pointing out
15
    to Mr. Gwynne that what it says is they have to
16
17
    pay back the unused portion of such prepaid, and
    in the event of any dispute with respect to which
18
19
    he's obviously contemplating, the buyer --
20
                  MR. ALBALAH:
                                  Is Mr. Gwynne
    suggesting that to the extent IDT prepays,
21
    terminates and IDT is due a refund, MCI WorldCom
22
23
    should not remit that refund until the preclosing
24
    arrears is paid?
```

```
MR. GWYNNE:
                                 No.
1
 2
                  MR. ALBALAH:
                                  Okay.
                  MR. GWYNNE:
                                 I am saying if there's
3
    anything that accrues under this order, you know,
 4
 5
    like it or not, this order from the closing until
    the rejection, if there are things that accrue in
 6
    that time period and they haven't been paid, when
 7
    they demand a deposit back, because the bill
 8
    hasn't been issued, that we have the right to pay
 9
    them.
           That that's not considered --
10
                  THE COURT:
                                I agree with that.
11
                                 That's all.
12
                  MR. GWYNNE:
13
                  THE COURT:
                                I think that is what it
14
    meant to say.
15
                  MR. ALBALAH:
                                  I think we all agree.
                  MS. SILVERSTEIN:
16
                                      Your Honor,
    Laurie on behalf of affiliates of SBC
17
18
    Communication. I need to take you back to Page
19
    18, which is Paragraph 23(d).
20
                  Your Honor, the bottom of Page 17,
21
    it says, "The Buyer shall be responsible for and
22
    is directed to pay on a timely basis, all charges
    incurred for services used by the Debtors", et
23
24
    cetera.
```

The next sentence says, "The rates charged by Service Providers for such services shall not exceed the rates for those services in effect as of the date of this Sale Order."

I assume that doesn't mean that if an agreement provides that a rate increases or a tariff provides that a rate increases that we're not entitled to those increases, but I want to make certain.

THE COURT: You're correct. If there's tariff agreements or some other agreement.

MR. ALBALAH: No argument here.

MS. SILVERSTEIN: The next sentence provides that, Neither the Debtors or Buyer shall have any obligation or liability for services not actually being utilized, and each Service Provider shall, upon written notice from the Debtors and the Buyer, immediately and without further charge or further liability of any kind discontinue and disconnect any such services.

Your Honor, there are two problems with respect to that provision. One, Debtor has and the buyer will have the ability to request a

```
termination of our services. We'll presume that
 1
 2
    they're utilizing all of our services until such
    time as they tell us to turn them off. If that's
 3
    not the case, then I have a big issue.
 4
 5
                  What I heard the testimony was that
    they're going to pay for services under our
 6
 7
    contract. We expect full payment for those
    services and not for them to argue subsequently
 8
 9
    they weren't utilizing something they told us to
    disconnect.
10
11
                  So that's the first problem with
12
    that provision.
13
                  The second problem is there may be
14
    charges that under our tariff or under our
15
    agreement, we're entitled to, when we disconnect
16
    services at their request, and we think we should
    be able to charge.
17
18
                  MR. ALBALAH:
                                 With respect to the
    first point, the buyer agrees. Specifically the
19
    utilization, we are not trying to be cute with
20
21
    that word. Until we say we reject, we are
    responsible post-closing through the rejection.
22
    Utilization is not intended to be cute, so take
23
24
    the provision out.
```

2.43

```
1
                  MR. LADDIN: Will you delete the
    sentence?
 2
                  MR. ALBALAH:
                                 Yeah, but the last
 3
    part of that sentence about discontinue disconnect
 4
    charges was intentional. We're not being cute,
 5
 6
    we're being clear. We will pay post-closing
 7
    pre-rejection carriers. We will not pay any
    termination or discontinuing charges arising from
 8
 9
    that rejection.
                  That's something we believe that
10
    would have been the Debtors' responsibility.
11
    We're only paying the freight while the meter is
12
13
    running, but the shut off of the meter would have
    been paid by the Debtor any way.
14
                                      That's a
15
    business deal.
16
                  MR. SILVERSTEIN:
                                     Your Honor, it's
    part of our agreement. It's part of the
17
18
    post-petition portion of our agreement.
19
                  It's -- part of the carrying freight
20
    is the disconnect service when they terminate a
21
    service. And I believe if they're going to pick
    up the freight going forward, they should pick up
22
    the entire freight going forward. It would
23
    include whatever charges there are under the
24
```

```
1
    agreements and under the tariffs.
                  MR. SHAPIRO:
                                 From the Debtors'
 2
 3
   perspective, Your Honor, these termination charges
    are disconnect charges that the carriers have in
 4
    their prepetition contracts. If a contract is
 5
   rejected, then that would become a prepetition
 6
    obligation, not a post-petition obligation.
 7
                                                  So I
 8
    respectfully disagree with counsel.
 9
                  MS. SILVERSTEIN:
                                     Your Honor, that
    issue has not been determined at all.
10
                                           As a matter
    of fact, there is a motion in Subsudi (phonetic)
11
12
    with respect to at least some termination charges,
13
    although some unspecified, unnamed service
    charges, and disconnect charges. And so I would
14
15
   not agree that that issue is decided, and we
    certainly believe we may very well have an
16
    administrative claim.
17
                  But in any event, it's certainly a
18
19
   part of the obligation going forward under these
20
                 The purchasers are trying to get the
    agreements.
21
   benefit of these agreements without assuming
22
    them. We have a problem with that.
23
                  But they're doing that and I take it
24
   that Your Honor is going to permit them to do
```

that. I think this is part of the freight of going forward.

1.1

MR. ALBALAH: Your Honor, may I be heard in terms of simple big picture here? The suggestion was that the buyer is somehow trying to get the benefit of the contract without the burden.

Please understand this case was going to convert to Chapter 7, but for us working round the clock to get a deal to get the contract signed, get the money, this escrow, we are ready, willing and able to close.

There were tremendous, tremendous amounts of give and take on business points that went into this business deal. We did not cause the problem that the carriers got hurt. We recognize their hurt, but we didn't cause that problem.

We believe we are here to solve the problem. We are preventing the customers from having immediate shut off of services. We are giving the carriers current pay. No, not current pay, prepay.

So any concept of how somehow the

```
buyer should be saddled with any obligation that
 1
    existed before we entered the scene is just
 2
    foreign as a matter of concept, and it's foreign
 3
    as a matter of the negotiated agreement.
 4
 5
                  THE COURT:
                               Well, --
 6
                  MS. SILVERSTEIN:
                                     I'm sorry.
                                                  We
    were not a part of the negotiations, and this is
 7
    very different than a melt down. In a melt down
 8
    where we are now, we have a purchaser.
 9
    very different situation, and this purchaser is
10
    trying to get the benefit of these contracts.
11
12
                  I doubt very seriously that they're
13
    going to be assuming the carrier contracts, but
    they are going to be getting the benefit, and then
14
    we'll reject them.
15
16
                  MR. ALBALAH:
                                 We are going to go in
17
    and say yes, yes, yes, no, no, no. When we say
18
    yes, we'll cure it and we'll assume any
19
    termination liability is going forward.
    typical cure. I think everyone understands that
20
21
    it's not controversial. We're going to groom, say
22
    reject, reject, reject. From closing to
    rejection, we'll pay nothing else.
23
                               Well, the question is
24
                  THE COURT:
```

```
from closing to rejection if there's a termination
 1
 2
    cost, are you going to pay that?
                                 No, because we are
 3
                  MR. ALBALAH:
    stepping in here to carry it and to decide if
 4
    we're going to drop it or we're going to really
 5
 6
    keep it forever. If we assume it, we'll keep it
    forever.
 7
                  THE COURT:
                               What's your principal
 8
 9
    of payment under the contract that it would be
10
    operating on until you make that decision?
    the point.
11
                  MR. ALBALAH:
                                 The principal of
12
13
    payment?
                               Yeah. What they're
14
                  THE COURT:
    saying is you can't take -- and I'm just using
15
16
    this as an example, you can't take a ten paragraph
17
    contract and say, We only like Paragraph 3.
                  MR. ALBALAH: We are not assuming
18
19
    the contract.
20
                  THE COURT:
                               I understand that.
21
    What are you --
22
                  MR. ALBALAH: How much are we
23
    paying?
24
                  THE COURT:
                               Right.
                                       Where are you
```

```
1
    getting the number from?
                  MR. ALBALAH: We said it in here
 2
    several times.
 3
                  THE COURT:
                               You're going to pay
 4
 5
    under the agreement?
                  MR. ALBALAH:
                                 The rates charged,
 6
 7
    exactly right. We will pay the rates charged, the
 8
    "rates charged by service providers for such
    services shall not exceed the rates for those
 9
    services in effect as of the date of this sale
10
    order".
11
                  We are taking the agreement.
12
    They're going to continue providing, we will pay
13
14
    that rate.
                  THE COURT:
                               And if there's a
15
    thousand customers and 500 terminate and there's a
16
17
    termination fee, is that part of the rate?
                                 No. We are not
18
                  MR. ALBALAH:
19
    paying the termination fee.
                                 We are not paying the
20
    discontinuation fee. We're not paying the
21
    disconnect fee.
22
                  Conceptually we are simply saying we
    are going to solve the problem of an orderly
23
24
    migration, and I think if I -- if I'm not being
```

```
articulate, please understand me, the reason why
1
    I'm saying please tell me is I want to make sure
 2
    everyone understands it. I say that in the spirit
 3
    that I don't understand the concept of anyone
 4
    looking to the buyer to pay a termination
 5
    discontinuation or disconnect fee.
 6
 7
                  If you understand what we're doing,
    it's just foreign.
 8
                  MR. JONAS:
                               The more likely
 9
    scenario is SBC does business in let's say 20
10
    states, you know, with Ameritech.
                                       So we may
1.1.
    decide we're going to keep Chicago and Dallas, and
12
    we may decide we're not going to keep San
13
   Antonio.
14
15
                  So then we say, okay, we reject San
              We don't think that we should be charged
16
    Antonio.
    a disconnect charge on San Antonio because we have
17
    the right to disconnect the contract.
                                            The fact
18
    that they have a monopoly that goes over 20 states
1.9
20
    isn't our fault. That they were just one company
    and we rejected, now we understand if we accept
21
22
    Dallas and there's a past due on Dallas, we have
    to cure the past due in order to keep, you know,
23
24
    the contract past 120 days or whatever.
```

1.5

But it's -- you know, to say that you've got to get penalized because you rejected the contract and in any one city goes against the whole spirit of the agreement.

MR. SHAPIRO: Your Honor, as you may recall, we actually had a briefing on this similar issue of this case, which hasn't been ruled on yet, which is whether or not corn chronic for circuits that we had previously terminated during the case would constitute either unsecured claims, which is the Debtors' position or whether they would constitute administrative claims, which was the position of the argyles.

I think at best they have an admin claim against the estate if we do this, which is their position in their papers that they filed with the Court. They do not have a claim against the buyer.

MR. SHERMAN: Andrew Sherman for Qwest Corporation, Qwest Communications. I think that issue, Mr. Shapiro, was an issue relating to Qwest. But I reiterate the position of Ms. Silverstein. If this is and if they're going to get the benefit of the contract, they're going

1.1

to -- I mean, what Your Honor did in this order is direct the service providers to comply under the terms of the agreement.

So we're complying under the terms of the agreement. We're directed to do that, but we don't get the benefit of it. It just doesn't make sense.

MR. ALBALAH: I neglected to point out another fundamental thing, and please tell me if I'm missing something. If we don't do this deal and we walk out of the courtroom right now, there will be no money to keep this company alive. It will convert, whatever, but the FCC very well may, as Your Honor I know has been alluding to, compel the carriers from providing service, whether it's 31 days, or 35 days, or whatever it is.

MR. SHERMAN: Your Honor, what is the relevance of that to whether the termination charges are valid? I mean, they're going to --

MR. JONAS: The question that Qwest is bringing up, and I'm sure that Verizon is going to bring up is the same thing that SBC is bring up, that there's a variety of DS-3, OC-3's, OC-1,

1 every kind of line all over the place.

Some of those lines are going to be valid, and some, you know, are not going to be valid. Now, it could have been that we would have bought them from 30 different companies, but in this case, the way Winstar worked, they sort of concentrated and they bought it from a couple of companies.

the lines from New York to Boston or we want to keep the lines from Boston to Dallas, okay, after a certain period of time, we have to cure what we owe on that line. But if we decide we don't want to keep the line going from Cleveland to, you know, Iowa, we shouldn't be charged a termination charge.

It's just a contract that we are rejecting. It's just a contract that we're deciding not to keep, and that's the spirit of the agreement.

MR. SHERMAN: As Mr. Jonas knows, there are hard costs absorbed when you terminate a circuit. There's either manual labor that has to go out and actually absorb the cost of

```
termination. I don't think it's just switching a
 1
 2
    switch.
                  The cost that the carrier has to
 3
 4
    incur, some of it, from what I understand from
    what my client, you know, better than I, is
 5
    sometimes you have to go out to a circuit.
 6
 7
    it's in collace (phonetic) space, you have to turn
    it off.
 8
 9
                  MR. JONAS:
                               It's your collace
    space, which costs money to send personnel to do
10
11
    that.
                  MR. ALBALAH: If the carriers would
12
13
    prefer us not do the deal.
14
                  MR. JONAS: I'm not playing Russian
15
    Roulette here. I don't want to play that game.
                  The spirit of the contract is the
16
17
    contract that we keep, we pay for, and we cure.
    The ones that we reject, we just reject. You know
18
19
    what, what may be if they want to play it like the
20
    other way, I'll play it the other way.
                  We'll pay all the termination
21
    charges, but anything that we decide to accept,
22
23
    let's forget the cure amount and then, you know,
```

that's okay with me, too, if they would rather

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1
    have it that way.
                  MS. SILVERSTEIN: Your Honor, this
 2
 3
    purchaser is getting the benefit of these
    contracts. This court is ordering us to perform
 4
    under them for the benefit of this.
 5
                  THE COURT:
                               No. I'm not going to
 6
 7
    do that. What I'm going to do is I'm going to
    call the providers bluff. I've worked pretty
 8
 9
    diligently with everyone to try to get value out
    of this. I'm willing to let the providers take
10
    their positions.
11
                  And Mr. Jonas is a business man.
12
13
    He's the only one in the courtroom making sense,
14
    not the lawyers.
15
                  I'm not going to put him in a
    situation where you all have sold your legal
16
    arguments without the benefit of the business
17
    advice of your clients.
18
                  I think if Mr. Jonas sat down with
19
    your clients, you would find that your clients
20
    would be amazed at the arguments that you're
21
    making, and they'd rather talk to Mr. Jonas and do
22
    a deal.
23
                  But what I'm going to do is I'm
24
```

```
going to reject the order as it's framed, and
    because I see all the folks lined up, I'll just
 2
    agree with all your positions, and somebody will
 3
    be happy because you're competitors of Mr. Jonas,
 5
    so you'll go out in the marketplace, and you'll
    knock heads. And the rest of you will suck wind.
 6
                   It's too easy and Mr. Jonas will
 7
 8
    save himself a lot of aggravation trying to save a
    business. So I'm going to reject the order as
 9
10
    framed.
                   If you get something different, get
11
    back to me.
12
                  All right. We'll be in recess.
13
14
                   (Court was adjourned at 8:46 p.m.)
15
16
17
18
19
20
21
22
23
24
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State of Delaware
 2
    New Castle County )
 3
 4
 5
             CERTIFICATE OF REPORTER
 6
 7
             I, Heather M. Alford, Registered
 8
 9
    Professional Reporter and Notary Public, do hereby
10
    certify that the foregoing record, Pages 1 to 256
11
    inclusive, is a true and accurate transcript of my
    stenographic notes taken on December 18, 2001, in
12
    the above-captioned matter.
13
14
15
        IN WITNESS WHEREOF, I have hereunto set my
16
    hand and seal this 27th day of December, 2001, at
    Wilmington.
17
18
19
20
21
22
23
24
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